

Inside Facts



The Story in brief of an Achievement that is making Western Canada wonder



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UNITED RAIN CROWERS LTD.

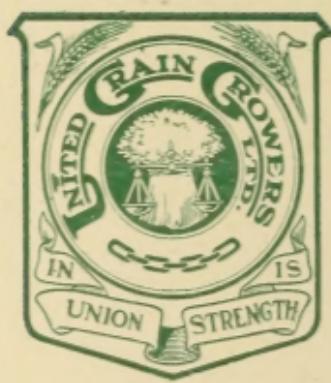
Inside Facts

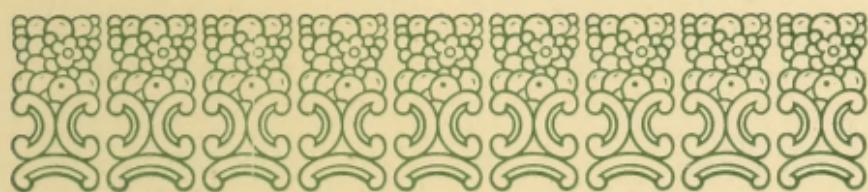


The Story in brief of an Achievement that is making Western Canada wonder



UNITED RAIN CROWERS
LTD.





The farmers' organizations of Western Canada have given so many evidences of substantial growth during the past dozen years that our grain growers look for something big periodically. Nothing that has happened, however, means more to the farmers' movement, more to the prairie provinces and more to the individual farmers in those provinces than does the amalgamation of The Grain Growers' Grain Co. Ltd., and The Alberta Farmers' Co-operative Elevator Company Ltd.

On September 1, 1917, these two strong young companies ceased to exist in name —they united their energies under a new name, **UNITED GRAIN GROWERS LTD.**

This amalgamation is the first forward step developing out of discussions and conferences held by farmer leaders of Manitoba, Saskatchewan and Alberta with a view to consolidating the efforts of the farmers' companies for the general benefit of farmers throughout the West. Shareholders of The Grain Growers' Grain Co. Ltd., and of The Alberta Farmers' Co-operative Elevator Company Ltd., endorsed with unanimity the plan for amalgamation that brought into being the new concern.

THE GRAIN GROWERS' GRAIN CO. LTD.

For just eleven years farmers of Manitoba, Saskatchewan and Alberta have followed

with keen interest the operations and growth of the pioneer farmers' company—The G. G. G. Co. Ltd. It was organized by the farmers themselves in 1906, after they had decided that the only way they could hope for a fair return on their grain was to control the marketing of it. A few hundred of the more enthusiastic risked a few dollars each to obtain a charter, buy a seat on the Winnipeg Grain Exchange, equip a small office, and go into the grain business to prove that on one cent a bushel commission they could give shippers more satisfying returns than they had received.

Lack of experience and an unexpectedly rapid growth of business made it impossible always to give the service that was desirable, but those who have given the company a fair trial realize that every item was put through with honest intentions to give the farmer the last fraction of a cent and courteous treatment in the handling of every shipment. The company has led the way in regard to personal checking of samples taken from cars consigned to them; in assisting to collect on claims for loss or damage to cars in transit; in sending out returns promptly and in many other details that mean improved service to the farmer. With the object of providing local storage and handling facilities under the control of this farmers' company, the Manitoba Government system of country elevators was leased in 1912 and the building of a few

new and up-to-date houses was undertaken by the company.

Having made good in the grain business, farmers of the West as a class then demanded that their company should endeavor to reduce the cost of machinery and supplies. The result has been that contracts were made with manufacturers, and implements and other farm needs were supplied at prices as close as possible to first cost.

Early in 1916, the handling of Livestock on commission also was undertaken at the solicitation of farmers from the stock growing districts. An office was opened in the Union Stock Yards, Winnipeg, and connections established with markets South and East.

The interest of the Company in the welfare of the farmers' associations is shown by the generous and practical assistance it has rendered from time to time. One instance illustrating the point, happened in 1908, when the late Fred W. Green, then Secretary of the Saskatchewan Grain Growers' Association, approached the company with a statement of financial handicaps that were retarding the development of the Association. The directors, after due consideration, gave him a cheque for \$1,500.00 to assist in the work of that association. Mr. Green afterwards agreed that this practical assistance so cheerfully given by The Grain Growers' Grain Co.

was responsible largely for keeping the association in a position to carry on its good work. Similar grants have been given regularly, not only to the Saskatchewan Grain Growers' Association, but also to the Manitoba Grain Growers' Association, and to the United Farmers of Alberta, making a total of over \$30,000 in grants for such educational work as is carried on by these associations.

Large sums have been contributed in order to make possible the publication of The Grain Growers' Guide, a farmer's magazine that is free to uphold the cause of the farmers and not be tied or throttled by the big interests who dislike to see the cause of the farmer championed in clearing sentences. After an uphill fight, since 1908, The Guide now ranks first among the farm papers of Western Canada, both in circulation and advertising patronage.

THE ALBERTA FARMERS' CO-OPERATIVE ELEVATOR CO. LTD.

The demand of the farmers in Alberta for more liberal elevator accommodation under the control of the farmers themselves brought into existence in 1913, The Alberta Farmers' Co-operative Elevator Co. Ltd. The provincial government assisted in furnishing finances to construct elevators at points where farmers of the district subscribed for shares and thereby guaranteed their support in a practical way. The system has grown year by year

both in number of elevators and in volume of business. Arrangements were made also to handle livestock shipments, and offices were opened at the Calgary and Edmonton Stock Yards. Implements, lumber, and general commodities, also have been supplied to farmers of the Province by this company.

Since this farmers' company was organized in Alberta it has at all times worked in harmony with The Grain Growers' Grain Co. Ltd. Grain passing through their elevators was turned over to the selling force of The G. G. G. Co. in the Winnipeg Grain Exchange. Implements and supplies likewise were purchased in conjunction with the same company. In short, the two farmer companies practised co-operation in doing business for the farmers.

It is the union of these two institutions —The Grain Growers' Grain Co. Ltd., and The Alberta Farmers' Co-operative Elevator Co. Ltd.—that brought into reality the new company, **UNITED GRAIN GROWERS LTD.**

It is new in name, greater in size, more able to bring to pass the benefits that always have been the aim of the two companies. But it is not NEW in the strict sense of the word. The good work will go on under the new organization; there will be no hesitation because of a fear of treading on each other's toes—these two farmer companies will not continue to compete one against the other; more

bushels of grain will be disposed of to better advantage; larger contracts for implements and supplies will be placed with manufacturers at more favorable prices.

In short, just as three good horses are more effective at heavy work than a team and a single horse, so are the twenty-odd thousand shareholders of The Grain Growers' Grain Co. Ltd., and the fifteen thousand and more shareholders of the Alberta Farmers' Co-operative Elevator Co. Ltd., more capable of doing justice to the farmers of Western Canada in looking after their business in buying and selling —a really heavy job.

The problem of marketing the products and supplying the needs of farmers are identical throughout Manitoba, Saskatchewan and Alberta. The union of the two old companies with shareholders running well over 35,000, with subscribed capital around \$3,000,000.00, with over 300 country elevators, with terminal elevators at the Lake Front capable of holding over 3,000,000 bushels of grain, with machinery and supply warehouses in Calgary, Regina, Saskatoon and Winnipeg, and with an efficient organization under the supervision of a Board of Farmer Directors having full knowledge of the farmers' needs and in full sympathy with the farmer, furnished an avenue through which farmers can sell their grain and livestock, or buy their machinery or supplies, feeling safe

that they will get prompt service and real values.

These in brief are the hope and the aim of **United Grain Growers Ltd.**

BOARD OF DIRECTORS.

The destinies of the new company have been entrusted to the guidance of the following Board of Directors: Hon. T. A. Crerar, Russell, Man., President; C. Rice-Jones, Veteran, Alta., First Vice-President; J. Kennedy, Deepdale, Man., Second Vice-President; J. F. Reid, Orcadia, Sask.; R. A. Parker, Winnifred, Alta.; F. J. Collyer, Welwyn, Sask.; John Morrison, Yellowgrass, Sask.; R. McKenzie, Winnipeg, Man.; J. J. McLellan, Purple Springs, Alta.; C. F. Brown, Richdale, Alta.; H. C. Win-gate, Cayley, Alta.; and P. S. Austin, Ranfurly, Alta. E. J. Fream, Calgary, was appointed Secretary.

OFFICES.

The company's offices in Winnipeg cover five floors—over 27,000 square feet of floor space—in the Bank of Hamilton Chambers, corner McDermot Ave. and Main St. In Calgary, the offices cover over a floor and a half (over 17,000 square feet of floor space) of the Lougheed Bldg. corner First St. West, and Sixth Ave. Regina offices are at 1824 Dewdney Ave. Saskatoon offices and warehouses, 132 Avenue A, has 29,000 square feet of floor space with a loading platform 20 feet by 150 feet, giving the company ample

room to show their stocks and give quick, prompt shipping service. The company also maintains an agency at New Westminster, B.C. The Livestock Department has offices in the Winnipeg, Calgary and Edmonton Stock Yards. At Winnipeg, a four-story brick warehouse was built at 145 Market St. East, in 1916. Another distributing warehouse on 12 acres of land has been built in Elmwood on the north-eastern outskirts of Winnipeg, which has a storage capacity of 160 cars, also exceptional shipping facilities. In Calgary, the company has two warehouses on Eighth Ave., and a new one is being built. The large warehouse in Regina is located on Dewdney Ave. These warehouses give good distributing service to the three provinces. Other warehouses will be built as the company finds them necessary.

NUMBER OF EMPLOYEES.

Over 850 employees are needed to carry on the company's business. Two hundred and fifty of them are in Winnipeg; 180 in the Calgary offices and warehouses; 16 in Regina; 90 in Fort William, and 11 in Saskatoon. Country elevator agents number about 300 with additional assistants when necessary.

GRAIN COMMISSION DEPARTMENT.

The organization in this, as in the other departments, is in good shape to handle the farmers' shipments in a business-like way. Quick acknowledgments and returns

and careful checking are considered of prime importance in handling shipments. Each shipper receives a clear statement of the sale of his car, and all information as to Government weight and inspections are sent him without delay. This department issues a daily market letter, so as to keep shippers advised as to market conditions. An important factor in giving prompt service is a leased wire for private communications between Winnipeg and Calgary offices. This is a great advantage to the farmers of Alberta in keeping them advised as to grain prices and in attending to business connected with grain, livestock, etc. The company also has an interest in the Grain Growers' Export Company, which assists in maintaining a ready sale of our grain on the world's markets.

COUNTRY ELEVATORS.

The new company owns or controls about 300 elevators in the three Provinces, and several more are being built. The average capacity of these elevators is about 30,000 bushels, giving a total storage for farmers' grain of close to 10,000,000 bushels. Each elevator is divided into twenty bins, seventeen of which can be used for special binning, under almost all conditions. Cleaning apparatus of the best make is installed and farmers can have their wheat, oats and barley cleaned for an extra half cent a bushel. Through these elevators the farmer has a first-class outlet for his crops. Grain is received by the wagonload and

bought on track at every point. Also it is possible for the farmer to place his orders for machinery, implements and supplies, or arrange his livestock shipping with the elevator agents. All agents at these elevators are in direct connection with the main office by telephone and telegraph so they can get latest livestock and grain prices at all times.

TERMINAL ELEVATORS.

In 1912, the company leased one of the C.P.R. terminal elevators at Fort William with a capacity of 2,500,000 bushels. At Port Arthur, the company has a new terminal with storage capacity of 600,000 bushels, has modern equipment for cleaning and drying, and can handle 125 cars a day. It has C. P. R. and C. N. R. connections and is thoroughly equipped for handling a terminal elevator business.

IMPLEMENT3.

The company handles—and sells for cash—farm implements and machinery of all kinds, such as plows, harrows, packers, drills, cultivators, manure spreaders, corn and potato machinery, hay rakes, mowers, gasoline and kerosene engines, grain grinders, feed cutters, cream separators, stock fountains, pumps and stable equipment; also a full line of sleighs, wagons, buggies and harness.

In every case contracts for these commodities have been made only with those manufacturers who turn out goods which

are adaptable to conditions in Western Canada. The purchasing power of the company is used in full force here, so that these farm needs may be bought as cheaply as their high quality will permit.

GENERAL SUPPLIES.

Such farm necessities as binder twine, wire fencing, belting, oils, grain scoops, grain bags, washing machines, sewing machines and incubators are supplied to the farmers of the West. Fence posts, coal, flour and apples, also are sold in car-loads at very close figures.

BUILDING MATERIALS.

The Lumber Department is in a position to supply highest grade lumber by the carload, and in fact everything for a building, including cement, wallboard, plaster board, builders' hardware, paints and brushes, storm and screen doors, inside and outside doors, sash and ornamental windows, and fine moulding. The timber limits owned by the company in British Columbia are now being developed, and in a short time lumber will be shipped direct from our own mills.

LIVESTOCK.

In March, 1916, the Livestock Department was opened at Winnipeg, and during the first year over 1,000 cars were handled at the Winnipeg yards. The new company has offices at the Calgary and Edmonton Stock Yards, as well as at Winnipeg, and livestock shippers will be able to sell their

cattle, sheep and hogs through this department with the assurance that they will get the best the market affords. The department has direct connections South and East, giving the farmers the advantage of large markets. We have also been of valuable assistance in supplying farmers with stockers and feeders.

ACCOUNTING DEPARTMENT.

The departments in Winnipeg and Calgary which handle all the details of this vast business are equipped with competent workers under capable supervision. Every department is provided with the most modern labor-saving equipment. The organization that has been worked up in these offices makes it possible for the company to handle all work promptly and accurately.

FINANCIAL ITEMS.

On Sept. 1, 1917, the net worth of the company, belonging to the shareholders, amounted to \$3,484,656.21. The total dividends declared by the two companies (Alberta Farmers' Co-operative Elevator Co. and The Grain Growers' Grain Co.) since their foundation, are \$738,098.83.

LAND AND APPRAISAL DEPARTMENTS.

Early in 1918 was formed also a subsidiary company known as **United Grain Growers Securities Co. Ltd.**, owned and controlled by United Grain Growers Ltd. This department will do a straight commission business only, and will have offices in Winnipeg, Regina and Calgary. Farm lands will be listed for the benefit of those desiring

to buy or sell. Valuations and detail reports will be made through carefully selected local representatives throughout the three provinces. The aim of the company is to give the buyer and the seller a reliable service made possible through our complete organization.

ORGANIZATION DEPARTMENT.

To properly look after over 35,000 farmer shareholders and more than 40,000 who have shipped us grain or had correspondence regarding machinery or supplies, it is necessary to maintain a separate department. The shareholders' accounts are kept in order by this department, which also looks after the mailing of notices, letters, catalogs, and booklets. The name of every shareholder along with his holding of stock is recorded in this department, and adjustments, transfers, etc., are taken care of.

Farmers and their wives, sons or daughters, or those who derive their main sustenance from the land, are eligible to hold shares in the company. While the par value of the stock is \$25.00 a share, the selling price is \$30.00 a share and no person can hold more than 100 shares. Dividends are computed quarterly and paid annually on the par value of the paid-up capital.

Under the new charter the delegate system of representation at Annual or Special meetings as followed by The Alberta Farmers' Co-operative Elevator Co. Ltd., will replace the general attendance and vote-by-proxy system of The Grain Growers' Grain Co. Ltd. Local units have been

organized and each local selects its delegate or delegates. This plan assures the same attendance from points far removed from the place of meeting as from points close at hand. There are 99 locals in Manitoba, 85 in Saskatchewan, 145 in Alberta and 6 in British Columbia, each with a local board of five to serve as a connecting link between our shareholders of the district and our business offices.

Recently the directors decided to offer for sale Debenture Bonds bearing guaranteed interest at the rate of six per cent., payable half yearly. Those who have surplus cash to invest should write for particulars.

In future we can offer in increased measure promptness of service, completeness of protection and financial savings for farmers who have grain or livestock to sell, or who need farm implements or general commodities. Everyday satisfaction is guaranteed by this company, owned and controlled by the farmers themselves.

A Very Special Invitation is Extended to Every Farmer to Visit Our Offices and Showrooms whenever he is in

Winnipeg

Regina

Saskatoon

or

Calgary.

If you cannot call, write

CALENDAR 1919

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Run Your Eye Down These Columns

—They may remind you of something that you intended to purchase or inquire about—

Plows	Lumber
Harrows	Cement
Packers	Coal
Drills	Flour
Cultivators	Apples
Scufflers	Twine
Manure Spreaders	Wire Fencing
Corn Machinery	Fence Posts
Potato Machinery	Stable Equipment
Hay Rakes	Sling Carriers
Mowers	Belting
Gasoline Engines	Oils
Kerosene Engines	Greases
Grain Grinders	Grain Scoops
Feed Cutters	Grain Bags
Sleighs	Stock Fountains
Wagons	Pumps
Buggies	Washing Machines
Harness	Sewing Machines
Cream Separators	Safes
Incubators	Etc. Etc. Etc.

In every Department we have practical men who are ready and willing to answer all inquiries regarding these goods, and to help you plan so that you may get the most out of your Machinery and the most supplies for the money you spend.

UNITED GRAIN GROWERS LTD.

Winnipeg - Regina - Saskatoon - Calgary